Application No. 09/905,255   **Atty Docket: BLFR 1007-1**

In the Claims:

Claims 1-55 are pending in this application, and the status of each is listed below.

1.   (Previously presented)   A computer-implemented method of merchandise planning support, including:

simulating unit inventory and unit sales on a bottom-up per location basis for a plurality of items at a plurality of locations, utilizing

current inventory of the items at the locations,

projected deliveries of the items to the locations, and

projected demand for the items at the locations; and

applying planned transaction pricing to derive projected dollar inventory and projected dollar sales of the items at the locations.

2.   (Original) The method of claim 1, further including rolling up at least one of the projected unit inventory, unit sales, dollar inventory or dollar sales from the items to one or more aggregate levels.

3.   (Original) The method of claim 1, further including projecting gross margins on sales of the items across the locations, utilizing

the projected dollar sales of the items at the locations,

actual costs for the items sold from the current inventory, and

projected costs for the items sold from the projected deliveries.

4.   (Original) The method of claim 3, further including rolling up at least one of the projected unit inventory, unit sales, dollar inventory, dollar sales, or gross margin on sales from the items to one or more aggregate levels.

5.   (Previously presented) The method of claim 1, wherein at least some of the projected deliveries are notional deliveries of the items to meet the projected demand for the items, unconstrained by inventory budgets;

wherein the notional deliveries result from projected orders that have not

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yet been submitted to suppliers when simulating unit inventory and unit sales.

6.   (Previously presented) The method of claim 3, wherein at least some of the projected deliveries are notional deliveries of the items to meet the projected demand for the items, unconstrained by inventory budgets;
wherein the notional deliveries result from projected orders that have not yet been submitted to suppliers when simulating unit inventory and unit sales.

7.   (Original) The method of claim 5, wherein the notional deliveries only start after specified order coverage cycles for the items.

8.   (Original) The method of claim 6, wherein the notional deliveries only start after specified order coverage cycles for the items.

9.   (Original) The method of claim 5, wherein the notional deliveries are calculated to balance stocking costs against lost sales.

10.   (Original) The method of claim 6, wherein the notional deliveries are calculated to balance stocking costs against lost sales.

11.   (Original) The method of claim 5, wherein the notional deliveries are calculated to deliver predetermined in-stock percentages for the items at the locations.

12.   (Original) The method of claim 6, wherein the notional deliveries are calculated to deliver predetermined in-stock percentages for the items at the locations.

13.   (Previously presented) The method of claim 1, wherein the simulating of the unit sales is carried out for weekly periods.

14.   (Original) The method of claim 13, further including adjusting the projected weekly unit sales for causal events happening during the weekly period.

15.   (Original) The method of claim 13, further including adjusting the projected weekly unit sales for one or more promotions happening during at least part of one or more of the weekly periods.

16.   (Previously presented) The method of claim 1, wherein the simulating of the unit sales is carried out for daily or more frequent periods.

17.   (Previously presented) The method of claim 16, wherein the simulating of unit sales takes into account stockouts of the items at the locations.

18.   (Previously presented) The method of claim 16, wherein the simulating of unit sales takes into account in dates and out dates for the items.

19.   (Original) The method of claim 18, wherein the out date is a desired date for selling out one or more of the items.

20.   (Original) The method of claim 18, wherein the out date is a date by which one or more of the items will be sold out or cleared out.

21.   (Original) The method of claim 18, wherein a plurality of the in dates and out dates for a particular item are associated with a plurality of the locations.

22.   (Previously presented) The method of claim 16, wherein the simulating of unit sales takes into account last purchase order receipt dates associated with the items.

23.   (Original) The method of claim 22, wherein a plurality of the last purchase order receipt dates for a particular item are associated with a plurality of the locations.

24.   (Previously presented) The method of claim 16, wherein the simulating of unit sales takes into account causal events affecting demand for the items.

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25.   (Original) The method of claim 24, wherein at least one of the causal events is a promotion.

26.   (Original) The method of claim 24, wherein at least one of the causal events is a markdown.

27.   (Original) The method of claim 24, wherein at least one of the causal events is an item presentation.

28.   (Previously presented) A computer-implemented method of prorating sales or revenue budgets among items, including:

> setting sales or revenue budgets for groups of items;
>
> projecting sales of the items;
>
> setting notional deliveries, in addition to projected deliveries for outstanding orders, to meet the projected sales;
>
> prorating the sales or revenue budgets for the groups of items; and
>
> reporting the prorated sales or revenue budgets and the projected sales for the items, rolled up, if necessary, to a level of detail equivalent to the prorated sales or revenue budgets.

29.   (Original) The method of claim 28, further including:

> calculating reduced notional deliveries consistent with prorated inventory budgets; and
>
> calculating lost sales resulting from the reduced notional deliveries.

30.   (Original) The method of claim 28, wherein the notional deliveries are constrained by lead time for ordering and obtaining delivery of the items.

31.   (Original) The method of claim 29, wherein the notional deliveries are constrained by lead time for ordering and obtaining delivery of the items.

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32.   (Previously presented) The method of claim 28, wherein the projected sales of the items are simulated on a daily or more frequent basis.

33.   (Previously presented) The method of claim 28, wherein the projected sales of the items are simulated on a location-by-location basis. -

34.   (Previously presented) The method of claim 32, wherein the projected sales of the items are simulated on a location-by-location basis.

35.   (Previously presented) The method of claim 29, wherein the projected sales of the items are simulated on a daily or more frequent basis.

36.   (Previously presented) The method of claim 29, wherein the projected sales of the items are simulated on a location-by-location basis.

37.   (Previously presented) The method of claim 35, wherein the projected sales of the items are simulated on a location-by-location basis.

38.   (Original) The method of claim 28, wherein the notional deliveries are based in part on optimal stocking levels.

39.   (Original) The method of claim 29, wherein the notional deliveries are based in part on optimal stocking levels.

40.   (Previously presented) The method of claim 28, wherein the notional deliveries are based in part on predetermined in stock levels.

41.   (Previously presented) The method of claim 29, wherein the notional deliveries are based in part on predetermined in stock levels.

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42.   (Original) The method of claim 28, wherein the notional deliveries are consistent with presentation quantities for the items at respective selling locations associated with the items.

43.   (Original) The method of claim 29, wherein the notional deliveries are consistent with presentation quantities for the items at respective selling locations associated with the items.

44.   (Original) The method of claim 28, wherein the notional deliveries are set with reference to a causal calendar of events.

45.   (Original) The method of claim 29, wherein the notional deliveries are set with reference to a causal calendar of events.

46.   (Original) The method of claim 28, wherein the notional deliveries take into account planned promotions.

47.   (Original) The method of claim 29, wherein the notional deliveries take into account planned promotions.

48.   (Original) The method of claim 28, wherein the notional deliveries are consistent minimum order quantities for the items.

49.   (Original) The method of claim 29, wherein the notional deliveries are consistent with minimum order quantities for the items.

50.   (Original) The method of claim 28, wherein the prorating is based on the projected sales of the items.

51.   (Original) The method of claim 29, wherein the prorating is based on the projected sales of the items.

52.   (Original) The method of claim 28, wherein the projected sales of the items include recapture of projected lost sales due to stockouts of the item.

53.   (Original) The method of claim 29, wherein the projected sales of the items include recapture of projected lost sales due to stockouts of the item.

54.   (Original) The method of claim 28, wherein the projected sales of the items are corrected for projected stockouts at respective selling locations associated with the items.

55.   (Original) The method of claim 29, wherein the projected sales of the items are corrected for projected stockouts at respective selling locations associated with the items.